



JUSTIFICATION FOR SOLE SOURCE CERTIFICATION

Sole Source Purchases are defined clearly, based upon a legitimate need, and are limited to a single supplier. Sole source purchases are normally not allowed except when based upon strong technological grounds such as operational compatibility with existing equipment and related parts or upon a clearly unique and/or cost effective feature requirement. The use of sole source purchases must be justified and shall be limited only to those specific instances in which compatibility or technical performance needs are being satisfied.

Sole Source Services are defined as a service provider providing technical expertise of such a unique nature that the service provider is clearly and justifiably the only practicable source available to provide the service. The justification shall be based on the uniqueness of the service, sole availability at the location required, or warranty or defect correction service obligations of the service provider.

This form must be filled out for the request to purchase any good or non-professional service that requires a competitive procurement process (informal quotes (\$1001-\$10,000), formal quotes (\$10,001 - \$19,999.99), or formal bid (\$20,000 or more) as defined in the LFUCG's Purchasing Manual. This form must be completed in its entirety and attached to the purchase requisition.

Note: Sole Source Purchase requests for goods exceeding \$20,000 will require approval by the Urban County Council by submitting an Administrative Review Form. A copy of this form must be signed off by Central Purchasing and attached to the Administrative Review Form.

Requesting Division

Name Robert Stack Division/Dept Enhanced 911/Public Safety

Phone 859-280-8200 Email rstack@lexington911.ky.gov

Type of Purchase: Goods/Materials/Equipment Services

Cost: up to \$250,000

Sole Source Request for the Purchase of: Solacom Selective Router and Guardian 911

positions (refresh) servers, peripherals, installation, support services, and maintenance.

One Time Purchase To Establish Sole Source Provider Contract
(subject to annual review and approval by Central Purchasing and/or Urban County Council)

Vendor Information

Business Name AK Associates

Contact Name Beth Stankus

Address PO Box 2880, Concord NH 03302

Phone 603-432-5755 Email bstankus@akassociates911.com

STATEMENT OF NEED: (Add additional pages as needed)



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My division/department's recommendation for sole source is based upon an objective review of the product/service required and appears to be in the best interest of the LFUCG. I know of no conflict of interest on my part, and I have no personal involvement in any way with this request. No gratuities, favors, or compromising actions have taken place. Neither has my personal familiarity with particular brands, types of equipment, materials, persons or firms been a deciding influence on my request to sole source this purchase when there are other known suppliers to exist.

1. Describe the product or service and list the necessary features this product provides that are not available from any other option.

Existing Solacom Guardian 911 telephone hardware and software a technology refresh and the selective routers are also due for refresh. Peripherals are replaced when they fail. Per Solacom, the only certified source to obtain, install and upgrade our Solacom systems is AK Associates, which is under a managed services agreement with E911 and is the same firm that installed and maintains the hardware presently.

2. Below are eligible reasons for sole source. Check one and describe.

Licensed or patented product or service. No other vendor provides this. Warranty or defect correction service obligations to the consultant. Describe why it is mandatory to use this licensed or patented product or service.

Existing LFUCG equipment, inventory, custom-built information system, custom-built data inventory system, or similar products or programs. Describe. If product is off-the-shelf, list efforts to find other vendors (i.e. web site search, contacting the manufacturer to see if other dealers are available to service this region, etc.)

Uniqueness of the service. Describe.

The LFUCG has established a standard for this manufacturer, supplier, or provider and there is only one vendor. Attach documentation from manufacturer to confirm that only one dealer provides the product.

Factory-authorized warranty service available only from this single dealer. Sole availability at the location required. Describe.

Used item with bargain price (describe what a new item would cost). Describe.

Other – The above reasons are the most common and established causes for an eligible sole source. If you have a different reason, please describe:

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3. Describe efforts to find other vendors or consultants (i.e. phone inquires, web site search, contacting the manufacturer to see if other dealers are available to service region, etc.).

The Division of E911 contacted the manufacturer to obtain the equipment and services directly but was advised that the only avenue to acquire, upgrade, install and service the required equipment was via Solacom's certified partner in the region, AK Associates.

4. How was the price offered determined to be fair and reasonable?

(Explain what the basis was for comparison and include cost analyses as applicable.)

The price for hardware, software and implementation services were evaluated against the manufacturer's suggested price and it was determined that the cost quoted to LFUCG was lower, and also lower to the equivalent acquisitions in other regions.

5. Describe any cost savings realized or costs avoided by acquiring the goods/services from this supplier.

By acquiring the equipment from this source and leverage existing service agreements with AK Associates, the installation and implementation costs are greatly reduced compared to obtaining all required services from a different vendor.
